

Sales Order

Station: **WIBC-FM** Contract#: **0** Agency: **STRATEGIC MEDIA SERVICE**
 Contract Name: **SUSAN B. LIST 2753 WIBC** Address: **3299 K STREET NW**
 Proposal#: **138DE674-1437-41B5-8B8D-2C44E0730EEC** SUITE 200
 City: **WASHINGTON** State: **DC** Zip: **20007**
 Start Date: **2/07/17** End Date: **2/19/17** Phone: **(202) 337-5700**
 Revenue Type: **NATIONAL POLITICAL** Type: **Cash** Buyer:
 Advertiser: **ISSUE (A)** Tax Schedule: **(None)**
 Address: Agency Commission %: **15**
 City: State: Zip: Billing Cycle: **Standard**
 Product Name: **SUSAN B LIST/2753** Salesperson: **EASTMANPHILADEL** Comm %: **8.50**
 Estimate #: **2753** Makegood Policy: **WITHIN CONTRACT DATES**
 Competitive Code: **PO-POLITICAL ISSUES**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	2/07/17	2/12/17		6:00 AM	10:00 AM	60		3	3	2	3			11	D	300.00	11	3,300.00		
2	2/07/17	2/12/17		10:00 AM	3:00 PM	60		3	3	2	2			10	D	250.00	10	2,500.00		
3	2/07/17	2/12/17		3:00 PM	7:00 PM	60		3	3	2	1			9	D	250.00	9	2,250.00		
4	2/13/17	2/19/17		6:00 AM	10:00 AM	60	2							2	D	300.00	2	600.00		
5	2/13/17	2/19/17		10:00 AM	3:00 PM	60	1							1	D	250.00	1	250.00		
6	2/13/17	2/19/17		3:00 PM	7:00 PM	60	2							2	D	250.00	2	500.00		

Billing Projections: By Month

Feb 17

CA 9,400.00

ST 9,400.00

☒ Print Spot Prices

TOTAL SPOTS 35

GROSS TOTAL \$ 9,400.00

ADJUSTED SPOTS 35

ADJUSTED TOTAL \$ 9,400.00

✓	# of Spots
✓	Total Days
✓	Days per Week
✓	Days per Month
✓	Days per Year
✓	Days per Season
✓	Days per Quarter
✓	Days per Half Year
✓	Days per Full Year
✓	Days per Decade
✓	Station
✓	Spot Length

APPROVE DECLINE

☐ ☐ General Manager
☐ ☐ Sales Manager
☐ ☐ National Sales Manager
☐ ☐ Local Sales Manager

D 2/7
 Jm 2/6/17

Feb 06, 17
 CONT# 30521460 Mod# Ver# 1 (Last =)
 REP EASTMAN
 TO WIBC-FM (Indianapolis IN)
 FM TERRANCE HOUSTON
 OFF PHILADELPHIA
 AGY STRATEGIC MEDIA SERVICES
 ADDR 1911 NORTH FT MYER DRIVE SUITE 400
 ARLINGTON, VA 22209

DDS CONT# 0
 C/P/E: / / 2753

SALESPERSON FAX#

PH # 202-337-5700

BYR BEN RHEAULT
 ADV SUSAN B. ANTHONY LIST
 PDT Issue
 FLT Feb 06, 17 - Feb 13, 17

* REP ORDER COMMENT *

** 2/6/2017 12:09:00 PM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH STEPHANIE.DAVIS@KATZRADIOGROUP.COM.

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<u>FLIGHT 1</u>							
	1.1	M.....	6A - 10A	60	02/06/2017 - 02/06/2017	1D	2	\$300.00	2
	1.2	M.....	10A - 3P	60	02/06/2017 - 02/06/2017	1D	2	\$250.00	2
	1.3	M.....	3P - 7P	60	02/06/2017 - 02/06/2017	1D	2	\$250.00	2
					** FLIGHT TOTALS **		6	\$1,600.00	
		<u>FLIGHT 2</u>							
	2.1	.T.....	6A - 10A	60	02/07/2017 - 02/07/2017	1D	2	\$300.00	2
	2.2	.T.....	10A - 3P	60	02/07/2017 - 02/07/2017	1D	2	\$250.00	2
	2.3	.T.....	3P - 7P	60	02/07/2017 - 02/07/2017	1D	2	\$250.00	2
					** FLIGHT TOTALS **		6	\$1,600.00	
		<u>FLIGHT 3</u>							
	3.1	..W....	6A - 10A	60	02/08/2017 - 02/08/2017	1D	2	\$300.00	2
	3.2	..W....	10A - 3P	60	02/08/2017 - 02/08/2017	1D	2	\$250.00	2
	3.3	..W....	3P - 7P	60	02/08/2017 - 02/08/2017	1D	2	\$250.00	2
					** FLIGHT TOTALS **		6	\$1,600.00	
		<u>FLIGHT 4</u>							
	4.1	...T...	6A - 10A	60	02/09/2017 - 02/09/2017	1D	2	\$300.00	2
	4.2	...T...	10A - 3P	60	02/09/2017 - 02/09/2017	1D	2	\$250.00	2
	4.3	...T...	3P - 7P	60	02/09/2017 - 02/09/2017	1D	2	\$250.00	2
					** FLIGHT TOTALS **		6	\$1,600.00	

Feb 06, 17
 CONT# 30521460 Mod# Ver# 1 (Last =)
 REP EASTMAN

DDS CONT# 0
 C/P/E: / / 2753

		<u>FLIGHT 5</u>						
5.1	....F..	6A - 10A	60	02/10/2017 - 02/10/2017	1D	3	\$300.00	3
5.2	....F..	10A - 3P	60	02/10/2017 - 02/10/2017	1D	2	\$250.00	2
5.3	....F..	3P - 7P	60	02/10/2017 - 02/10/2017	1D	1	\$250.00	1
			** FLIGHT TOTALS **			6	\$1,650.00	
		<u>FLIGHT 6</u>						
6.1	M.....	6A - 10A	60	02/13/2017 - 02/13/2017	1D	2	\$300.00	2
6.2	M.....	10A - 3P	60	02/13/2017 - 02/13/2017	1D	1	\$250.00	1
6.3	M.....	3P - 7P	60	02/13/2017 - 02/13/2017	1D	2	\$250.00	2
			** FLIGHT TOTALS **			5	\$1,350.00	

	Feb 17					
SPOTS	35					
CASH	9400.00					
TRADE	0.00					
NSL	0.00					
TOTAL	9400.00					

						TOTAL
SPOTS						35
CASH						9,400.00
TRADE						0.00
NSL						0.00
TOTAL						9,400.00

**** Competitive Comments ****

SVC: FA99 MSA CustRadio
 Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
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I, **Ben Rheault**

do hereby request station time concerning the following issue:

Susan B Anthony List

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

This broadcast time will be used by: Susan B Anthony List

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"

☐ Yes

☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

I represent that the payment for the above described broadcast time has been furnished by (name and address):

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
DOES NOT "COMMUNICATE A POLITICAL MATTER OF NATIONAL
IMPORTANCE"**

I represent that the payment for the above described broadcast time has been furnished by (name and address):

1200 New Hampshire Ave. NW,
Suite 750
Washington, DC 20036
(202) 223-8073

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

MARJORIE DANNENFELSER, President
EMILY BUCHANAN, Executive Vice President
MARILYN MUSGRAVE, Vice President of Government Affairs
JANE ABRAHAM, Chairman of the Board
CHARLES DONOVAN, President Charlotte Lozier Institute
DR. DAVID PRENTICE, Vice President and Research Director

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least _____ before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

2/6/17

Date

Benjamin Rheault

Signature

Digitally signed by Benjamin Rheault
DN: cn=Benjamin Rheault, o, ou,
email=brheault@strategicmediaservices.com, c=US
Date: 2017.02.06 14:55:10 -05'00'

202-337-5700

Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☐ Accepted

☐ Accepted in Part

☐ Rejected

Signature

Printed Name

Title

AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.